

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

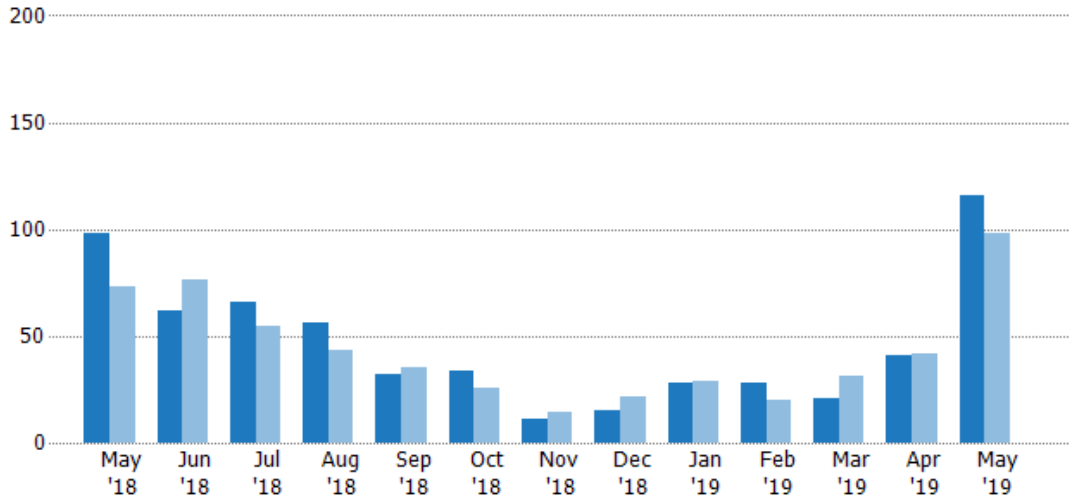
Key Metrics	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	116	98	+18.4%	234	220	+6.4%
New Listing Volume	\$26,760,600	\$21,196,700	+26.2%	\$53,978,956	\$47,301,050	+14.1%
Active Listing Count	250	270	-7.4%	N/A	N/A	
Active Listing Volume	\$65,069,756	\$68,780,600	-5.4%	N/A	N/A	
Average Listing Price	\$260,279	\$254,743	+2.2%	\$246,452	\$255,731	-3.6%
Median Listing Price	\$211,250	\$179,000	+18%	\$198,285	\$180,482	+9.9%
Median Days in RPR	70.5	102.5	-31.2%	160.09	168.56	-5%
Months of Inventory	10.9	9.6	+12.7%	11.6	13.5	-14.2%
Absorption Rate	9.2%	10.37%	-1.2%	8.62%	7.39%	+1.2%
Sales Activity Charts Metrics						
New Pending Sales Count	48	35	+37.1%	149	144	+3.5%
New Pending Sales Volume	\$9,857,500	\$6,534,550	+50.9%	\$28,805,999	\$27,118,899	+6.2%
Pending Sales Count	72	53	+35.8%	N/A	N/A	
Pending Sales Volume	\$13,308,700	\$10,993,650	+21.1%	N/A	N/A	
Closed Sales Count	26	22	+18.2%	94	94	+/-
Closed Sales Volume	\$6,544,450	\$3,404,299	+92.2%	\$17,560,925	\$16,531,269	+6.2%
Average Sales Price	\$251,710	\$154,741	+62.7%	\$186,818	\$175,865	+6.2%
Median Sales Price	\$197,000	\$150,500	+30.9%	\$152,957	\$156,819	-2.5%

New Listings

The number of new residential listings that were added each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



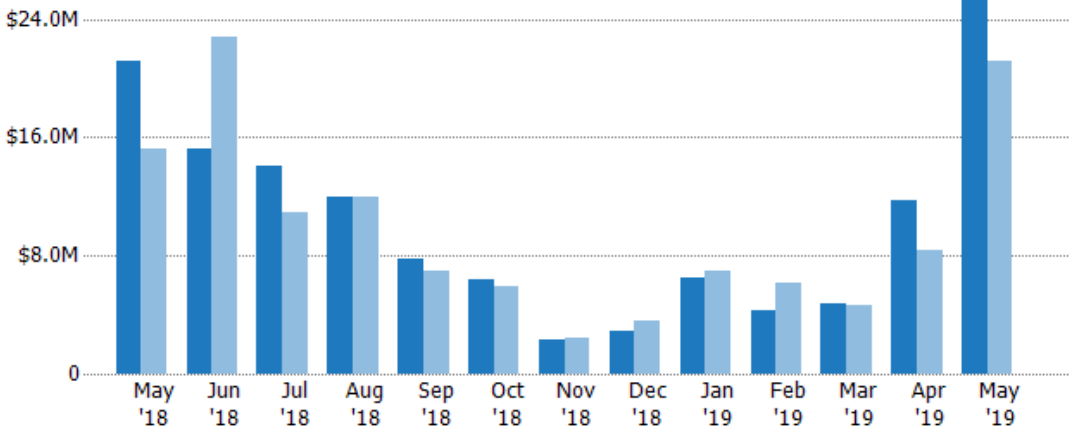
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	98	62	66	56	32	34	11	15	28	28	21	41	116
Prior Year	73	76	55	43	35	26	14	22	29	20	31	42	98
Percent Change from Prior Year	34%	-18%	20%	30%	-9%	31%	-21%	-32%	-3%	40%	-32%	-2%	18%

New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$21.2M	\$15.2M	\$14M	\$12M	\$7.77M	\$6.43M	\$2.26M	\$2.84M	\$6.51M	\$4.29M	\$4.7M	\$11.7M	\$26.8M
Prior Year	\$15.2M	\$22.8M	\$10.9M	\$11.9M	\$6.97M	\$5.89M	\$2.46M	\$3.55M	\$7.02M	\$6.12M	\$4.6M	\$8.37M	\$21.2M
Percent Change from Prior Year	39%	-33%	28%	0%	11%	9%	-8%	-20%	-7%	-30%	2%	40%	26%

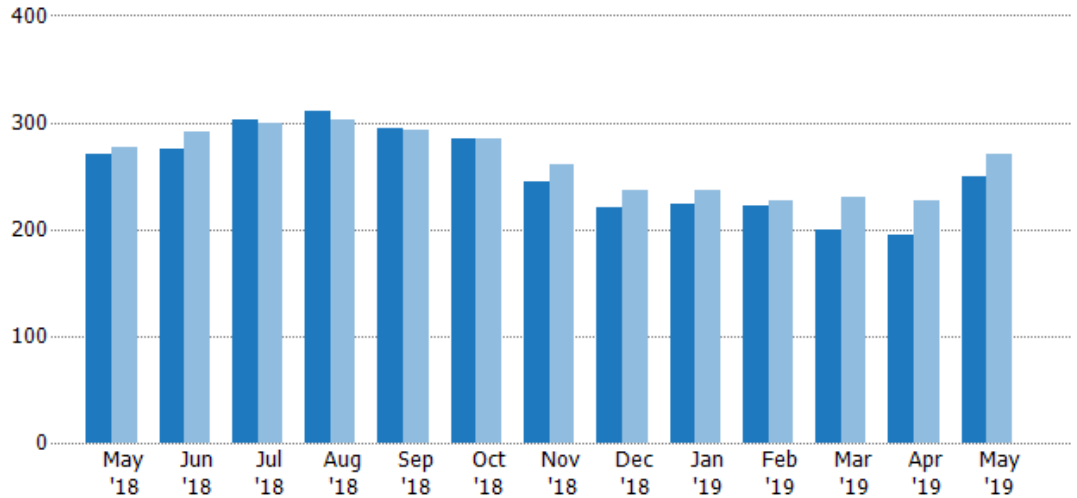
Active Listings

The number of active residential listings at the end of each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
May '19	250	-7.4%
May '18	270	-2.2%
May '17	276	7.6%



Current Year	270	275	303	310	295	285	245	221	224	222	200	195	250
Prior Year	276	291	299	302	293	284	260	237	236	227	230	227	270
Percent Change from Prior Year	-2%	-5%	1%	3%	1%	0%	-6%	-7%	-5%	-2%	-13%	-14%	-7%

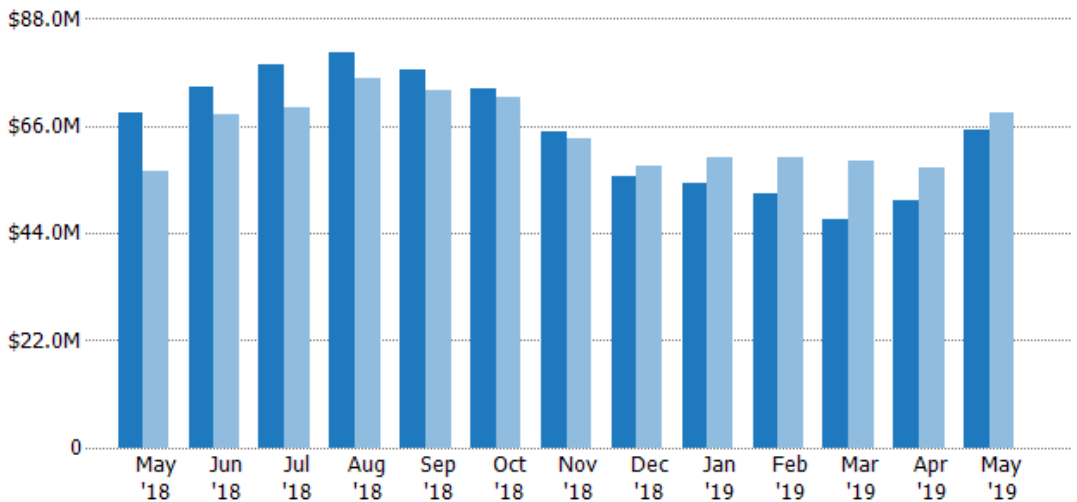
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
May '19	\$65.1M	-5.4%
May '18	\$68.8M	21.3%
May '17	\$56.7M	19.1%



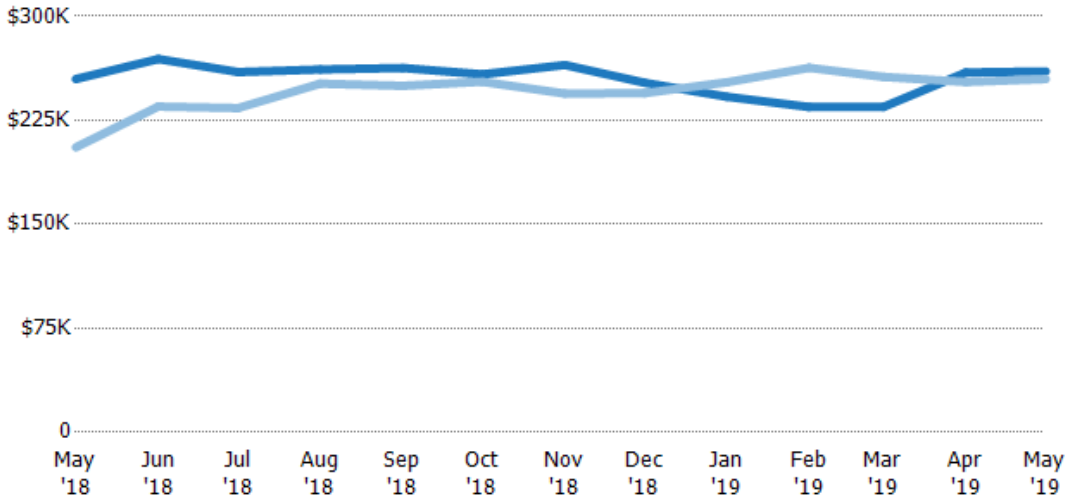
Current Year	\$68.8M	\$74M	\$78.7M	\$81.1M	\$77.5M	\$73.6M	\$64.9M	\$55.7M	\$54.2M	\$52.1M	\$46.9M	\$50.6M	\$65.1M
Prior Year	\$56.7M	\$68.4M	\$69.9M	\$75.9M	\$73.2M	\$71.8M	\$63.5M	\$58M	\$59.6M	\$59.7M	\$58.9M	\$57.4M	\$68.8M
Percent Change from Prior Year	21%	8%	13%	7%	6%	2%	2%	-4%	-9%	-13%	-20%	-12%	-5%

Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



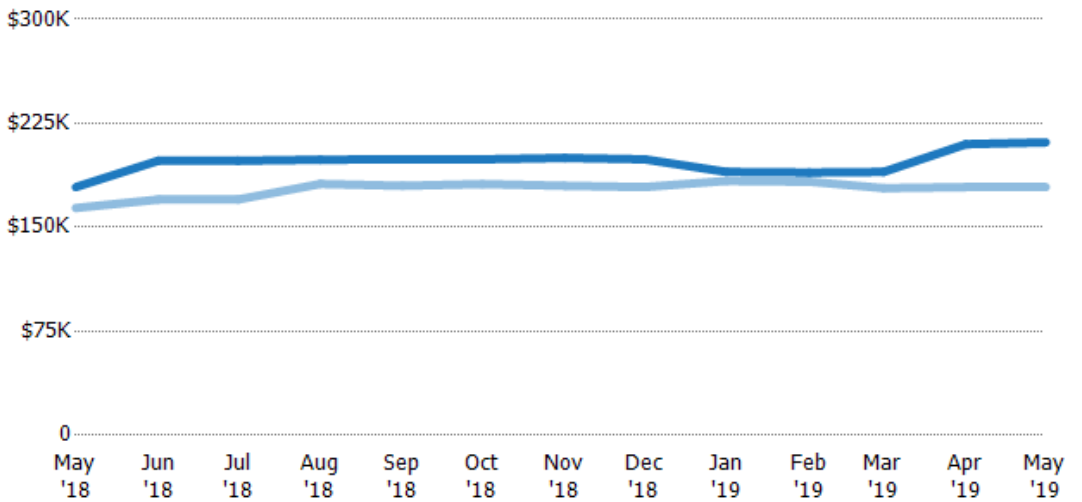
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$255K	\$269K	\$260K	\$262K	\$263K	\$258K	\$265K	\$252K	\$242K	\$235K	\$235K	\$259K	\$260K
Prior Year	\$206K	\$235K	\$234K	\$251K	\$250K	\$253K	\$244K	\$245K	\$252K	\$263K	\$256K	\$253K	\$255K
Percent Change from Prior Year	24%	15%	11%	4%	5%	2%	8%	3%	-4%	-11%	-8%	3%	2%

Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



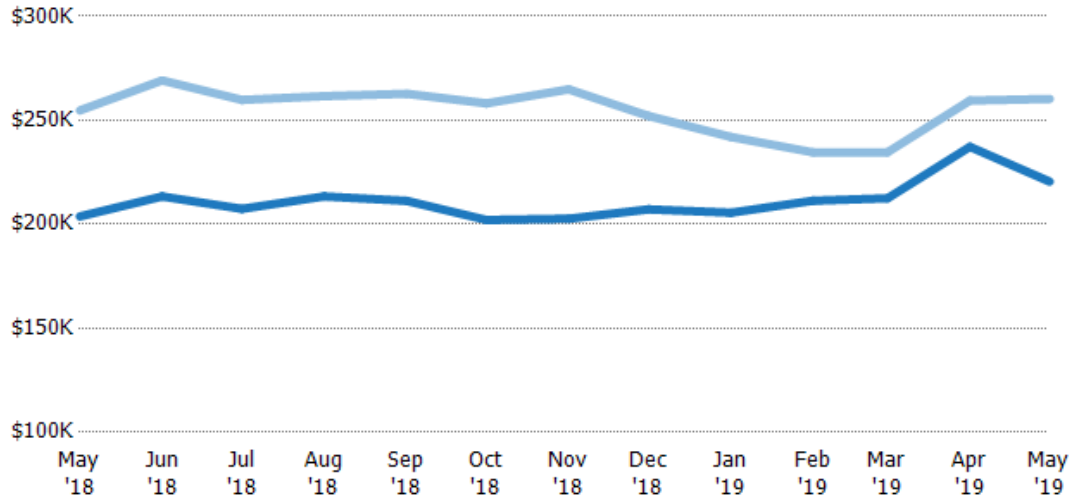
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$179K	\$198K	\$198K	\$199K	\$199K	\$199K	\$200K	\$199K	\$190K	\$189K	\$190K	\$210K	\$211K
Prior Year	\$164K	\$170K	\$170K	\$181K	\$180K	\$181K	\$180K	\$179K	\$183K	\$183K	\$178K	\$179K	\$179K
Percent Change from Prior Year	9%	16%	16%	10%	11%	10%	11%	11%	4%	4%	7%	17%	18%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



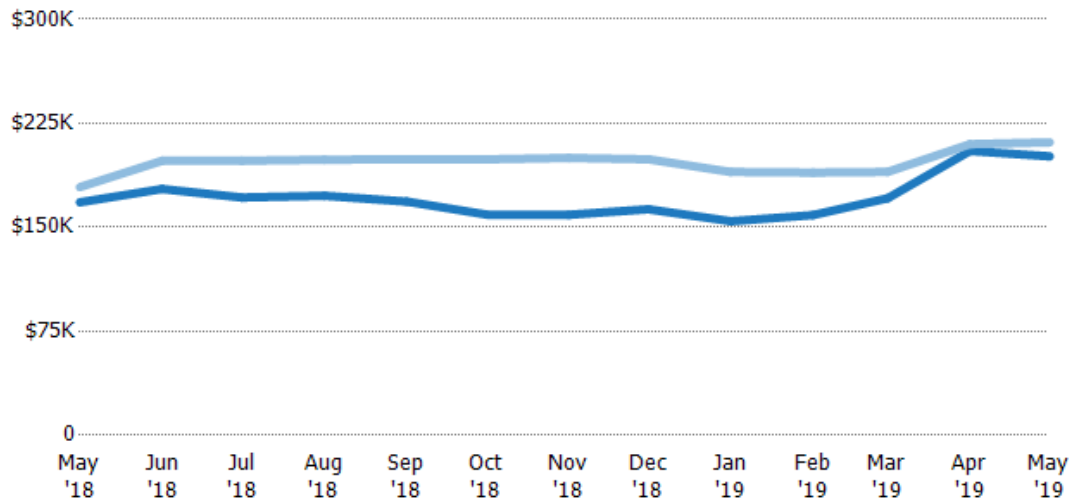
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$204K	\$213K	\$207K	\$213K	\$211K	\$202K	\$203K	\$207K	\$206K	\$211K	\$213K	\$237K	\$221K
Avg Listing Price	\$255K	\$269K	\$260K	\$262K	\$263K	\$258K	\$265K	\$252K	\$242K	\$235K	\$235K	\$259K	\$260K
Avg Listing Price as a % of Avg Est Value	125%	126%	125%	123%	124%	128%	131%	122%	118%	111%	110%	109%	118%

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



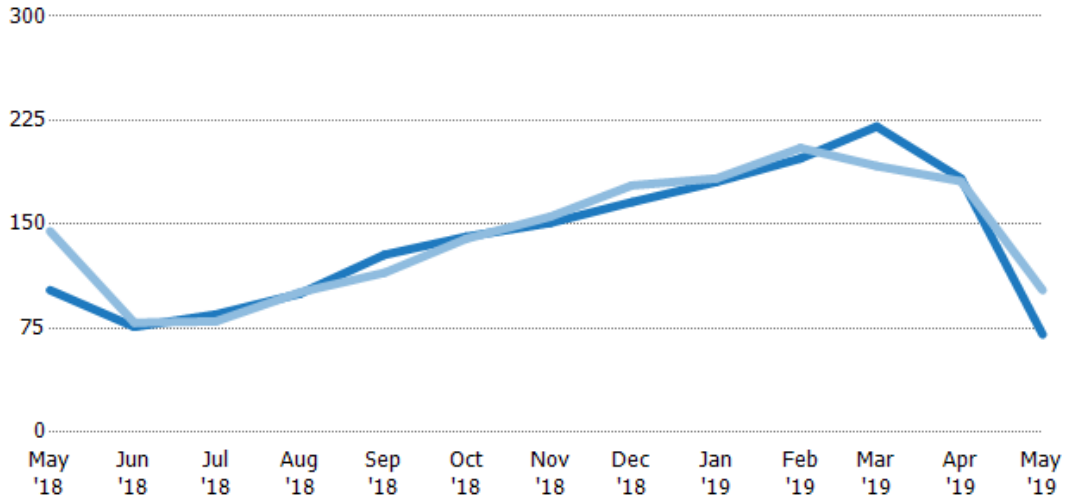
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$168K	\$178K	\$171K	\$173K	\$169K	\$159K	\$159K	\$163K	\$154K	\$159K	\$171K	\$205K	\$201K
Median Listing Price	\$179K	\$198K	\$198K	\$199K	\$199K	\$199K	\$200K	\$199K	\$190K	\$189K	\$190K	\$210K	\$211K
Med Listing Price as a % of Med Est Value	107%	111%	115%	115%	118%	125%	126%	122%	123%	119%	111%	102%	105%

Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

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 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



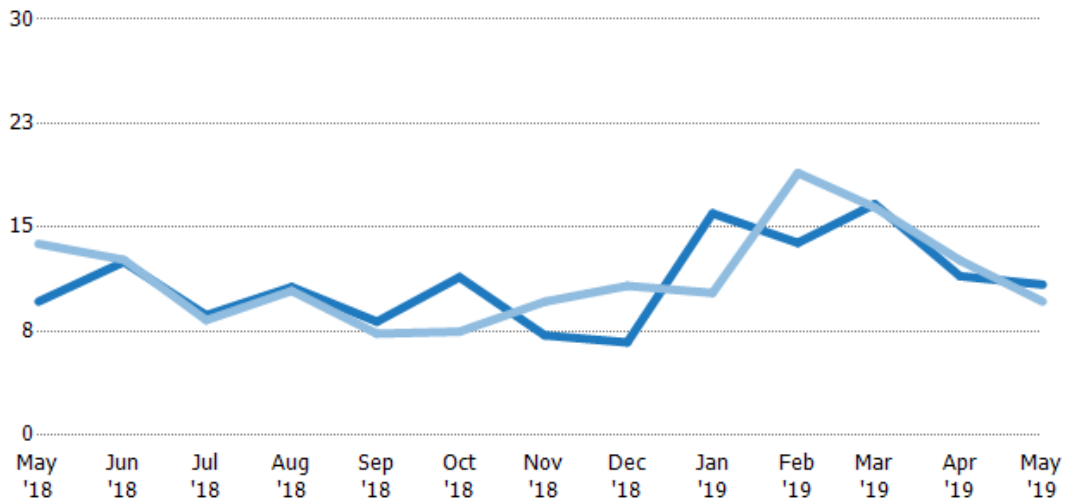
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	103	76	85	100	128	141	151	166	181	198	221	183	70.5
Prior Year	145	79	80	101	115	140	156	178	183	205	192	181	103
Percent Change from Prior Year	-29%	-4%	6%	-1%	11%	1%	-3%	-7%	-1%	-4%	15%	1%	-31%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



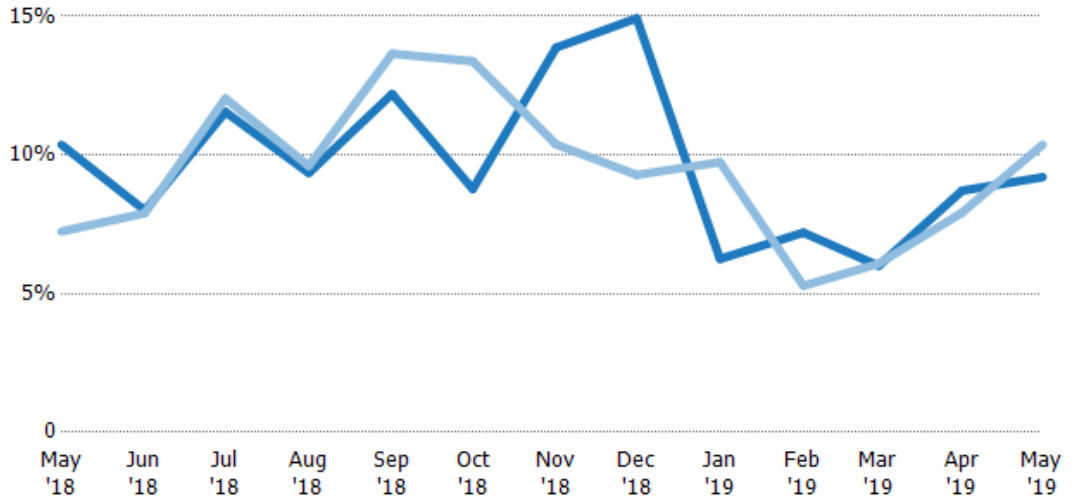
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	9.64	12.5	8.66	10.7	8.19	11.4	7.21	6.7	16	13.9	16.7	11.5	10.9
Prior Year	13.8	12.7	8.31	10.4	7.33	7.47	9.63	10.8	10.3	18.9	16.4	12.6	9.64
Percent Change from Prior Year	-30%	-1%	4%	3%	12%	53%	-25%	-38%	56%	-27%	1%	-9%	13%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



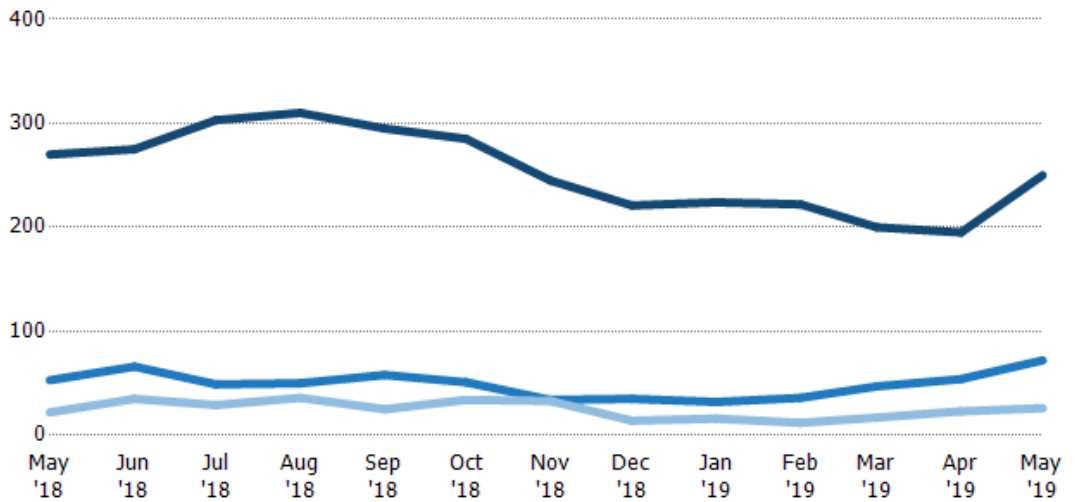
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	10%	8%	12%	9%	12%	9%	14%	15%	6%	7%	6%	9%	9%
Prior Year	7%	8%	12%	10%	14%	13%	10%	9%	10%	5%	6%	8%	10%
Change from Prior Year	-3%	0%	0%	0%	1%	5%	-3%	-6%	3%	-2%	0%	-1%	1%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Active	270	275	303	310	295	285	245	221	224	222	200	195	250
Pending	53	66	49	50	58	51	34	35	32	36	47	54	72
Sold	22	35	29	36	25	34	33	14	16	12	17	23	26

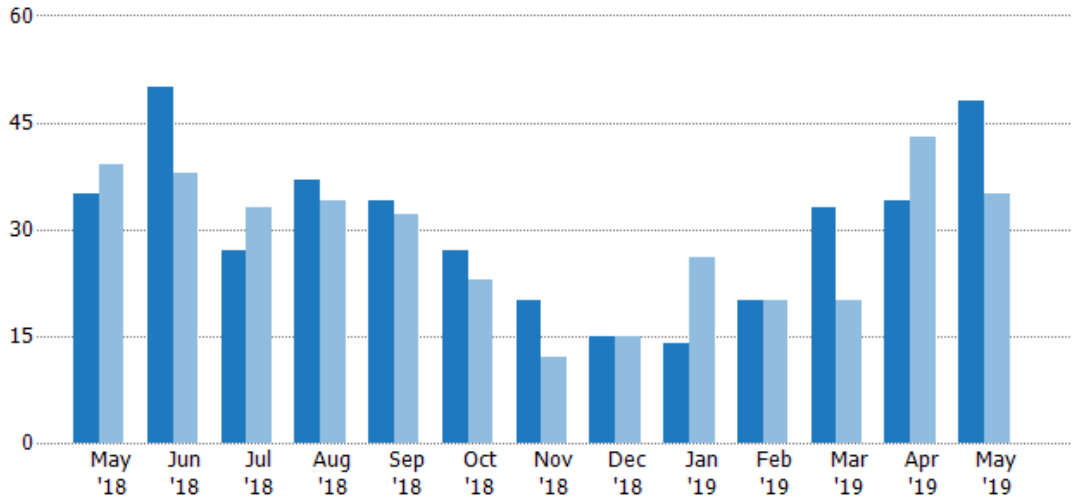
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
May '19	48	37.1%
May '18	35	-10.3%
May '17	39	-30.8%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	35	50	27	37	34	27	20	15	14	20	33	34	48
Prior Year	39	38	33	34	32	23	12	15	26	20	20	43	35
Percent Change from Prior Year	-10%	32%	-18%	9%	6%	17%	67%	0%	-46%	0%	65%	-21%	37%

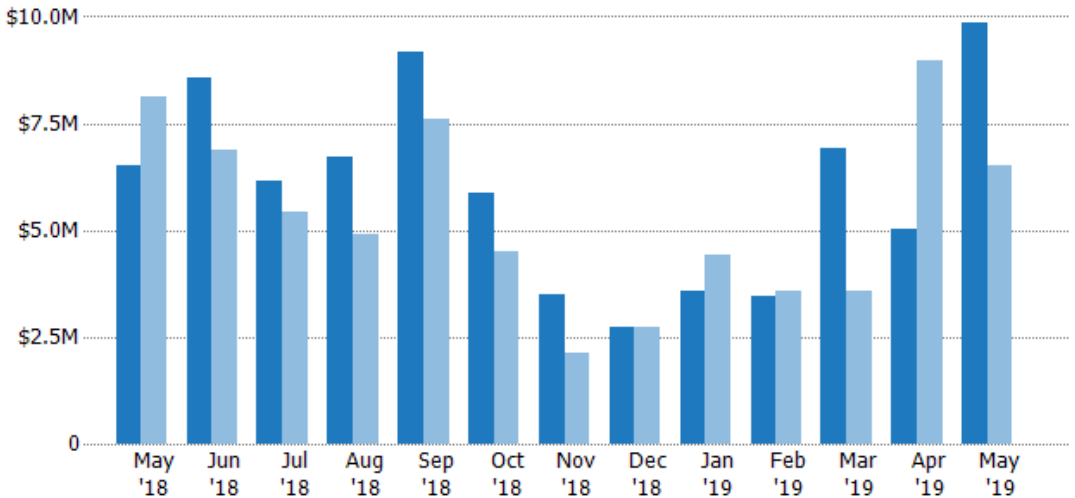
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
May '19	\$9.86M	50.9%
May '18	\$6.53M	-19.7%
May '17	\$8.14M	-40.6%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$6.53M	\$8.56M	\$6.15M	\$6.74M	\$9.17M	\$5.85M	\$3.51M	\$2.72M	\$3.57M	\$3.47M	\$6.9M	\$5.01M	\$9.86M
Prior Year	\$8.14M	\$6.89M	\$5.41M	\$4.89M	\$7.6M	\$4.51M	\$2.11M	\$2.72M	\$4.43M	\$3.58M	\$3.59M	\$8.98M	\$6.53M
Percent Change from Prior Year	-20%	24%	14%	38%	21%	30%	66%	0	-20%	-3%	92%	-44%	51%

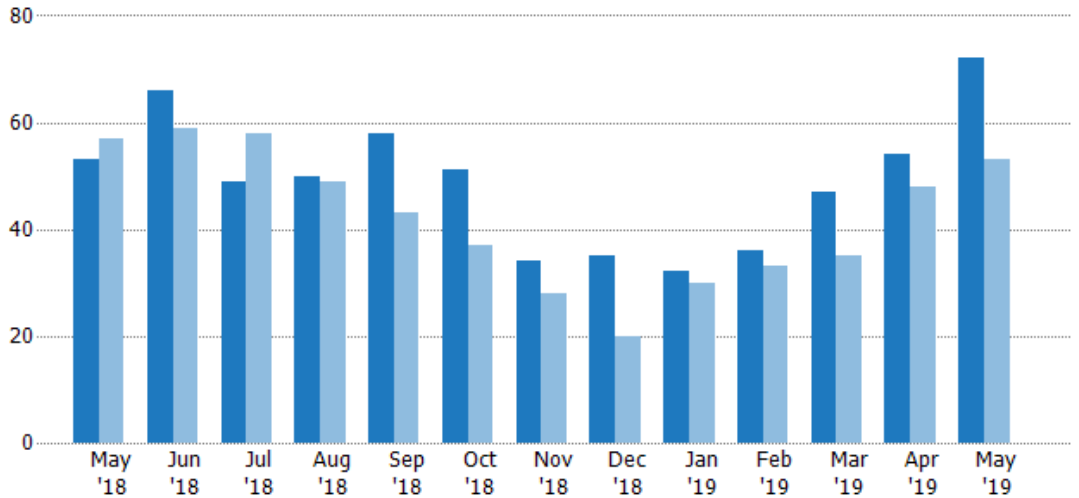
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
May '19	72	35.8%
May '18	53	-7%
May '17	57	-26.3%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	53	66	49	50	58	51	34	35	32	36	47	54	72
Prior Year	57	59	58	49	43	37	28	20	30	33	35	48	53
Percent Change from Prior Year	-7%	12%	-16%	2%	35%	38%	21%	75%	7%	9%	34%	13%	36%

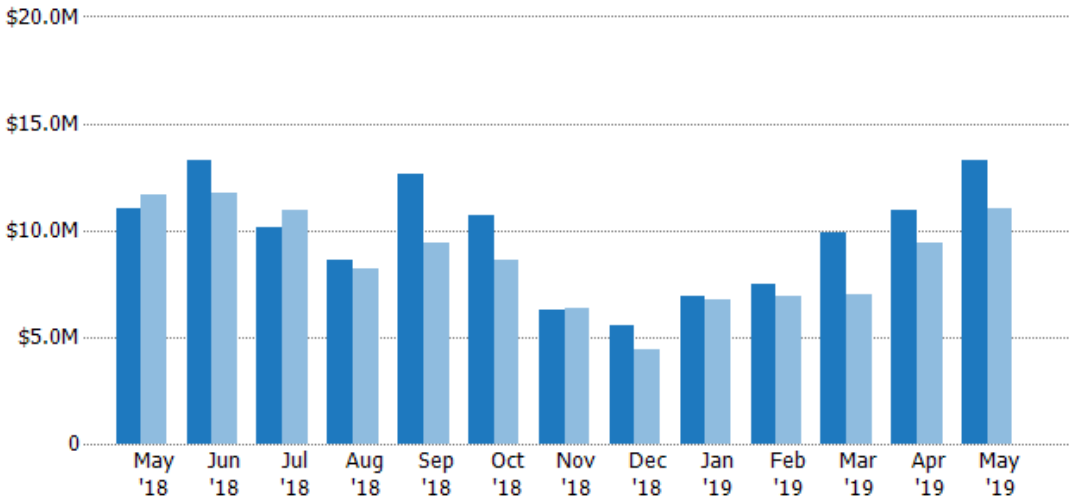
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
May '19	\$13.3M	21.1%
May '18	\$11M	-5.8%
May '17	\$11.7M	-34.4%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$11M	\$13.3M	\$10.1M	\$8.59M	\$12.6M	\$10.7M	\$6.27M	\$5.53M	\$6.89M	\$7.48M	\$9.9M	\$10.9M	\$13.3M
Prior Year	\$11.7M	\$11.7M	\$11M	\$8.23M	\$9.37M	\$8.59M	\$6.38M	\$4.45M	\$6.73M	\$6.92M	\$7.01M	\$9.42M	\$11M
Percent Change from Prior Year	-6%	13%	-8%	4%	35%	25%	-2%	24%	2%	8%	41%	16%	21%

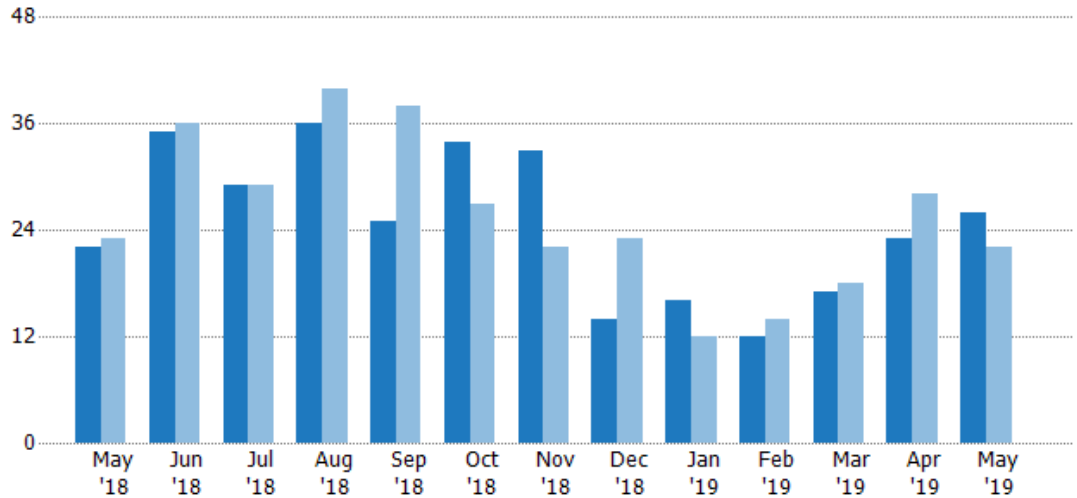
Closed Sales

The total number of residential properties sold each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
May '19	26	18.2%
May '18	22	-4.3%
May '17	23	-30.4%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	22	35	29	36	25	34	33	14	16	12	17	23	26
Prior Year	23	36	29	40	38	27	22	23	12	14	18	28	22
Percent Change from Prior Year	-4%	-3%	0%	-10%	-34%	26%	50%	-39%	33%	-14%	-6%	-18%	18%

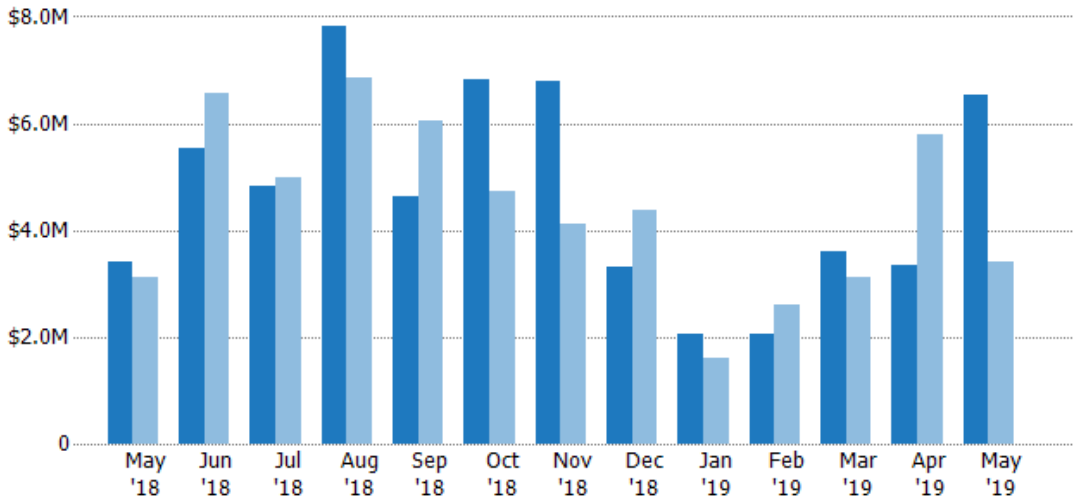
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
May '19	\$6.54M	92.2%
May '18	\$3.4M	9.5%
May '17	\$3.11M	-43.9%



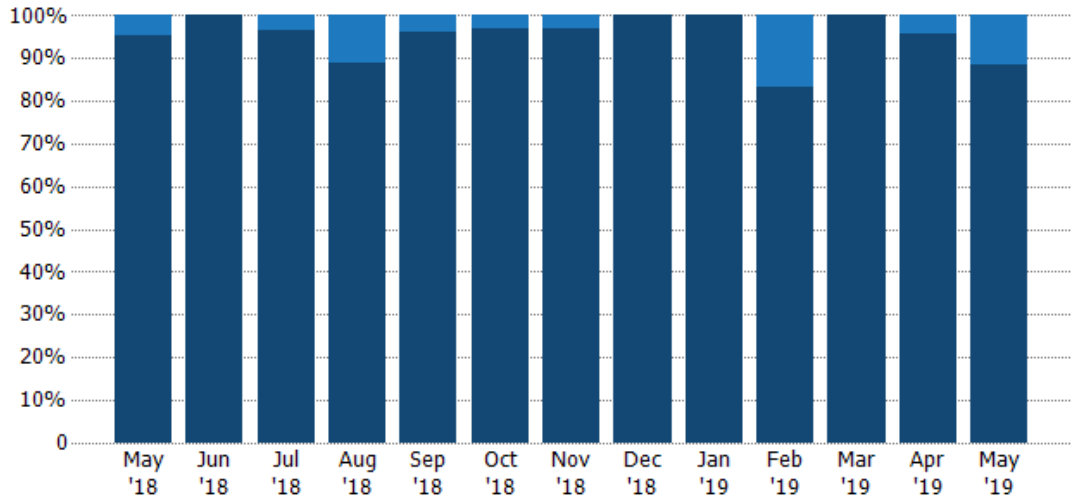
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$3.4M	\$5.53M	\$4.84M	\$7.82M	\$4.62M	\$6.82M	\$6.79M	\$3.31M	\$2.04M	\$2.04M	\$3.59M	\$3.34M	\$6.54M
Prior Year	\$3.11M	\$6.57M	\$4.99M	\$6.85M	\$6.05M	\$4.74M	\$4.11M	\$4.38M	\$1.61M	\$2.6M	\$3.12M	\$5.8M	\$3.4M
Percent Change from Prior Year	9%	-16%	-3%	14%	-24%	44%	65%	-25%	27%	-22%	15%	-42%	92%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



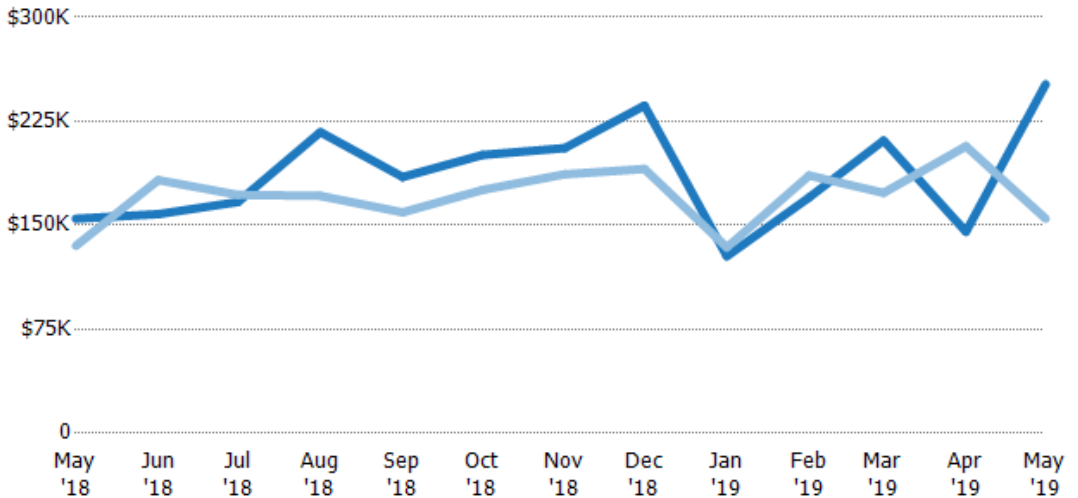
Condo/Townhouse	5%	-	3%	11%	4%	3%	3%	-	-	17%	-	4%	12%
Single Family Residence	95%	100%	97%	89%	96%	97%	97%	100%	100%	83%	100%	96%	88%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Current Year	\$155K	\$158K	\$167K	\$217K	\$185K	\$201K	\$206K	\$236K	\$128K	\$170K	\$211K	\$145K	\$252K
Prior Year	\$135K	\$183K	\$172K	\$171K	\$159K	\$175K	\$187K	\$191K	\$134K	\$186K	\$173K	\$207K	\$155K
Percent Change from Prior Year	14%	-13%	-3%	27%	16%	14%	10%	24%	-5%	-8%	22%	-30%	63%

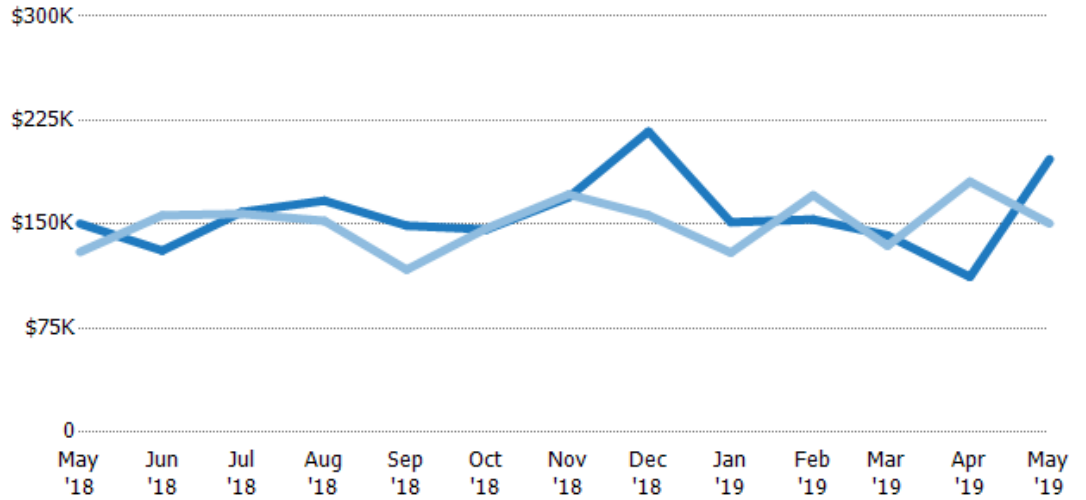
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
May '19	\$197K	30.9%
May '18	\$151K	15.8%
May '17	\$130K	-16.5%



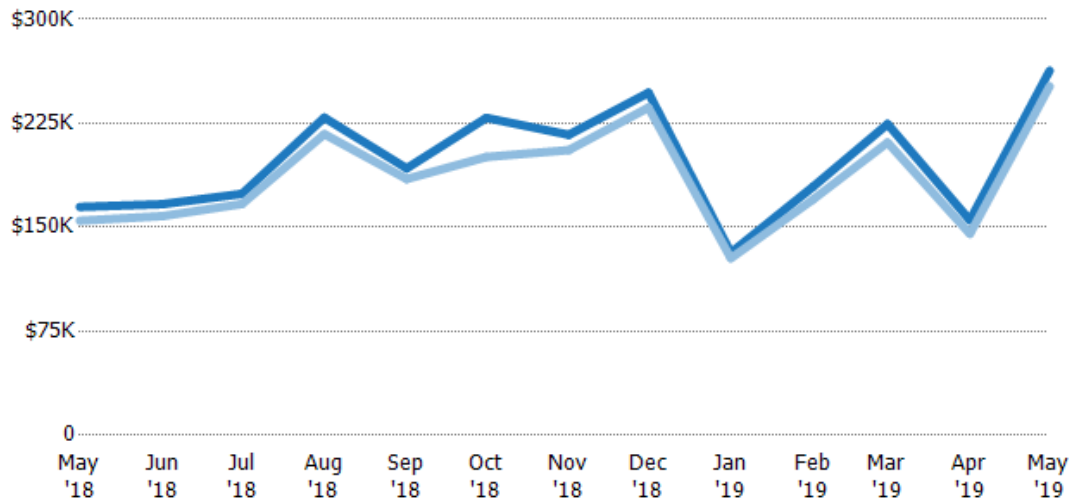
Current Year	\$151K	\$131K	\$159K	\$167K	\$149K	\$146K	\$170K	\$217K	\$152K	\$154K	\$142K	\$112K	\$197K
Prior Year	\$130K	\$156K	\$158K	\$153K	\$117K	\$147K	\$172K	\$157K	\$130K	\$171K	\$135K	\$181K	\$151K
Percent Change from Prior Year	16%	-16%	1%	10%	27%	-1%	-1%	39%	17%	-10%	6%	-38%	31%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



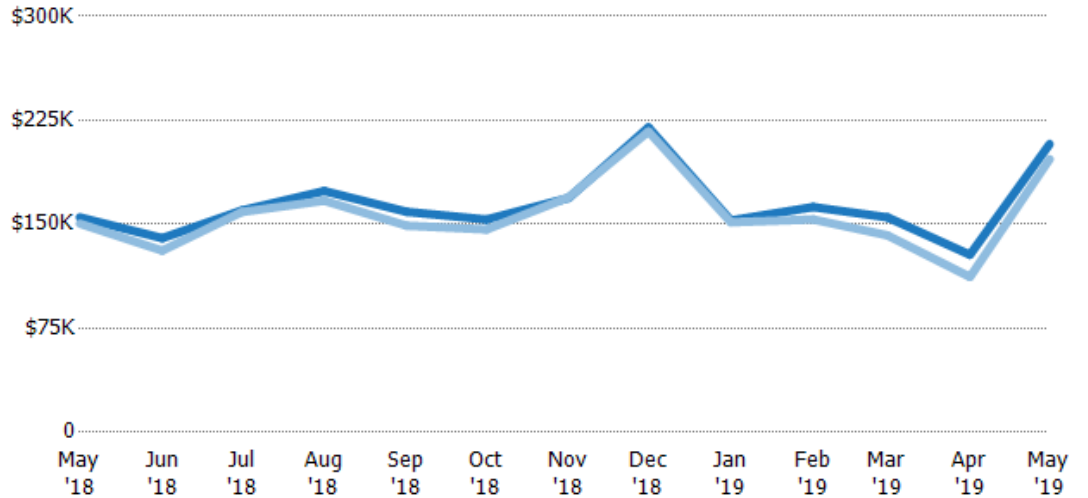
Avg List Price	\$165K	\$167K	\$174K	\$229K	\$192K	\$229K	\$217K	\$247K	\$132K	\$179K	\$224K	\$155K	\$263K
Avg Sales Price	\$155K	\$158K	\$167K	\$217K	\$185K	\$201K	\$206K	\$236K	\$128K	\$170K	\$211K	\$145K	\$252K
Avg Sales Price as a % of Avg List Price	94%	95%	96%	95%	96%	88%	95%	96%	97%	95%	94%	94%	96%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



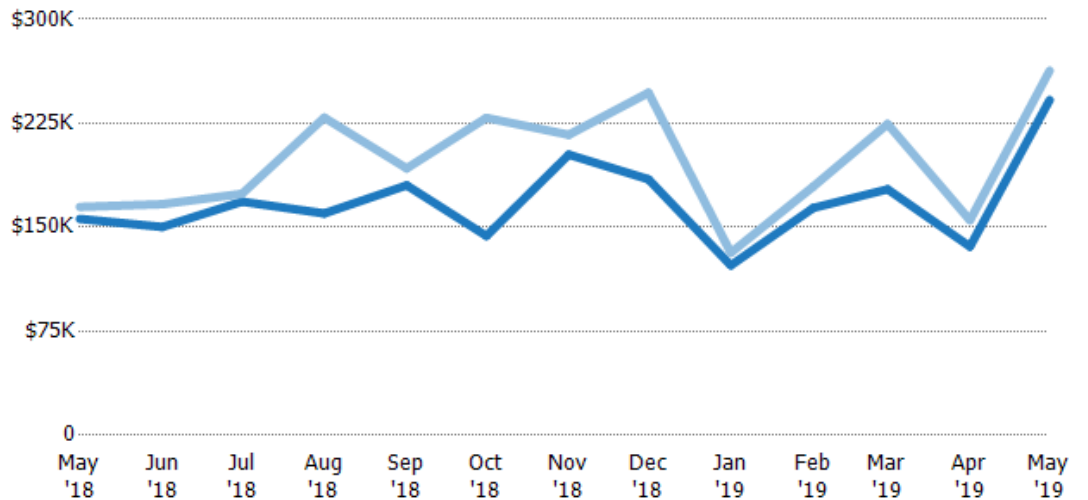
Median List Price	\$155K	\$140K	\$160K	\$174K	\$159K	\$153K	\$169K	\$220K	\$153K	\$162K	\$155K	\$128K	\$208K
Median Sales Price	\$151K	\$131K	\$159K	\$167K	\$149K	\$146K	\$170K	\$217K	\$152K	\$154K	\$142K	\$112K	\$197K
Med Sales Price as a % of Med List Price	97%	94%	99%	96%	94%	95%	100%	99%	99%	94%	92%	88%	95%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



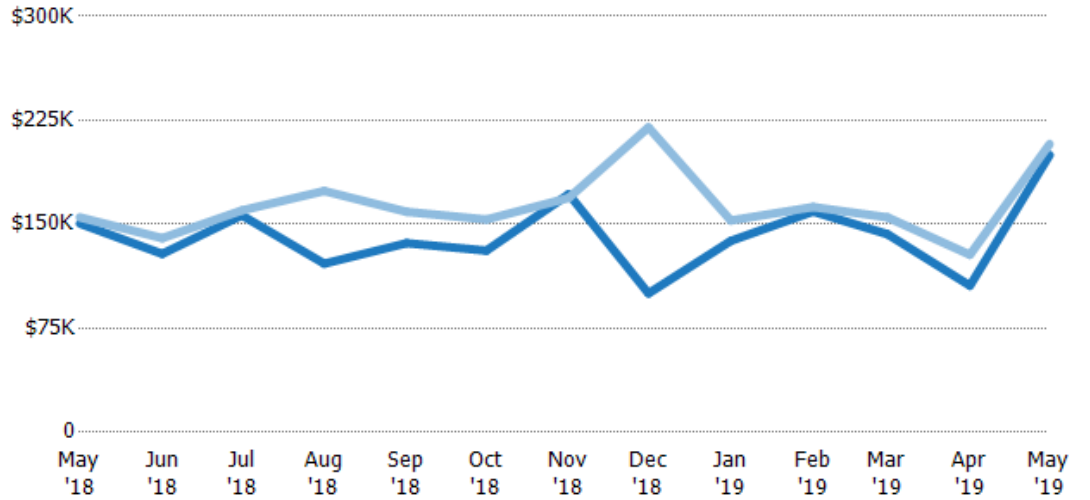
Avg Est Value	\$156K	\$150K	\$168K	\$160K	\$180K	\$144K	\$202K	\$185K	\$123K	\$164K	\$177K	\$136K	\$242K
Avg Sales Price	\$165K	\$167K	\$174K	\$229K	\$192K	\$229K	\$217K	\$247K	\$132K	\$179K	\$224K	\$155K	\$263K
Avg Sales Price as a % of Avg Est Value	106%	111%	103%	143%	107%	159%	107%	134%	107%	109%	127%	114%	109%

Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$151K	\$129K	\$156K	\$122K	\$136K	\$131K	\$172K	\$100K	\$138K	\$159K	\$143K	\$106K	\$200K
Median Sales Price	\$155K	\$140K	\$160K	\$174K	\$159K	\$153K	\$169K	\$220K	\$153K	\$162K	\$155K	\$128K	\$208K
Med Sales Price as a % of Med Est Value	103%	109%	102%	143%	117%	117%	98%	220%	111%	102%	109%	121%	104%